

## NEW AGENCY MEMBERS

**Let Bee Insure You LLC**

**Chester**

**District 3**

Shavonne has been in the insurance industry for three years and has decided to establish her own agency in Chester, VA. Her goal is to analyze her clients' insurance needs and get them covered quickly at the best value possible. She feels being a member of the IIAV will help in enhancing her branding and name recognition as well as provide her with guidance, professional and educational resources.

## NEW ASSOCIATE MEMBERS

**New England Excess Exchange**

**Barre, VT**

New England Excess Exchange (NEEE) is a premier independent Wholesale Broker and Managing General Agency (MGA) serving independent insurance agents throughout VT, NH, ME, MA, CT, RI, NY, NJ, PA, MD, OH, DE, D.C., VA and NC. For more than 41 years they have been a committed partner dedicated to building their agency relations.

Their team is devoted to providing agents with unmatched service, expertise, and resources. They thoroughly research the carriers and specialty niche products offered to agents so they can meet their customers' needs. NEEE's goal is to provide fast, personalized service to establish and maintain long-term relationships with agents and their clients.

NEEE offers an extensive selection of insurance products in all commercial and personal lines of business, including but not limited to Commercial General Liability, Property, Excess and Umbrella, Professional Liability, Inland Marine, Garage, Private Flood, Homeowners, Dwellings and much more.

They are looking to expanded in Va and welcome new agents to connect with them on their website at <https://neee.com> or request a quote by emailing [submissions@neee.com](mailto:submissions@neee.com).

They feel being a member of the IIAV will allow them to become more engaged with the Insurance community in Virginia and help them create branding, name recognition as well as build strong relationships with the Virginia insurance industry and utilize the various resources the IIAV has to offer.

**Philadelphia Ins Companies**

**Glen Allen, VA**

PHLY has provided industry leading expertise and unsurpassed customer service for more than 55 years. Headquartered in Bala Cynwyd, PA, they design, market, and underwrite property and casualty insurance products for more than 120 specialty niche markets and provide value-added coverages and services. They approach the market through multiple distribution channels: preferred producers, select producers, independent insurance producers, wholesalers, and the internet. They are AM Best Rated A++ They feel being a member of the IIAV will allow them to become more engaged with the Insurance community in Virginia and help them create branding, name recognition as well as build strong relationships with the Virginia insurance industry and become more engaged in the various networking opportunities we offer. They are also becoming a Bronze Partner for 2022.

## **CRC Group**

## **Birmingham, AL**

CRC Group is the leading wholesale specialty insurance distributor in North America with more than \$23.5 billion in annual written premiums, 4,300 teammates, offices across the United States and Canada. With 90+ years of delivering insurance solutions, CRC Group is aligned into three client-focused divisions.

Commercial Solutions – the leading provider of wholesale commercial and personal lines insurance solutions delivered through hundreds of open market and binding authority relationships

Life, Retirement & Benefits Solutions – one of the largest distributors of life, disability, annuity, and long-term care insurance in the US

Specialty Programs – one of the largest program administrators in North America delivering niche underwriting expertise through more than 30 brands across 10+ industry verticals

CRC Group's goal is to be a true one-stop-shop solution that provides their clients and capital providers with a partner that delivers the broadest array of wholesale and specialty options in the marketplace today. That is their way of placing the client first. They are committed to building strong relations with their partners. Their team is devoted to providing clients with unmatched service, expertise, and resources.

They feel being a member of the IIAV will allow them to become more engaged with the Insurance community in Virginia and help them create branding, name recognition as well as build strong relationships with the Virginia insurance industry and utilize the various resources the IIAV has to offer.